22

# Comparison with subject

23

# Making adjustments: Time of sale

24
Making adjustments: Location

25

# Making adjustments: Physical characteristics

21

# Sales comparison approach

20

# Broker Price Opinion (BPO)

19

# Comparative Market Analysis (CMA)

18

# Principle of value: Plottage

17

# Principle of value: Competition

16

# Principle of value: Anticipation of value

26

# Making adjustments: Sales concessions

4

# DUST: Demand

12

# Principle of value: Change

11

# Principle of value: Contribution

king
ments:
cessions

10

# Principle of value: Substitution

4

# DUST: Demand

8

# Principle of value: Supply and demand

7

# DUST:

# Transferability

# DUST: Supply

6

5

# DUST: Utility